

Company	Blueocean Market Intelligence
Position Title	Client Partner
Department	Blueocean Market Intelligence
Schedule	Full-Time
Location	Redmond ,WA
Reports To	Vice President
Travel Percentage	10-15%

OVERVIEW

Blueocean Market Intelligence is a global analytics and insights provider that helps corporations realize a 360-degree view of their customers through data integration and a multi-disciplinary approach that enables sound, data-driven business decisions. To know more about us and our exciting team visit us at www.blueoceanmi.com

POSITION SUMMARY

Reporting to the VP, Client Development, the Client Partner will be based in Redmond, WA and will be an integral part of a nationally-situated Client Services team, committed to earning our clients' confidence and business.

MAIN AREAS OF RESPONSIBILITIES

- Promoting **blueocean market intelligence** value propositions to US based clients.
- Managing a multi-million dollar account for one of the world's leading technology companies.
- Includes meeting frequently with clients, creating strategic growth plans, creating and closing new business opportunities, partnering with onshore and offshore delivery etams to ensure accurate, on-time delivery .
- Successful insights and/or analytics business development and client services manager, with a proven track record of bringing new services to clients. Previous responsibilities for selling are a big plus.
- Experience in target driven business development. Tenacious, driven and motivated to deliver new business by successful deployment of the complete sales cycle.
- Willing to adapt/ be flexible to cultural differences.

SKILLS AND EXPERIENCE

a) Prospecting

- Develop, enhance and demonstrate strong understanding of blueocean market intelligence's vision, approach and service offerings.
- Develop and demonstrate thorough understanding of the technology space. Further develop and demonstrate a very good understanding of the business priorities and market research needs of technology companies, and how to map these to blueocean offerings.
- Develop a strong pipeline of prospective opportunities with a long term vision of building strategic relationship with major technology corporations.
- Work closely with the leadership team of blueocean to develop marketing and branding strategies that will aid the business development efforts.

b) Sales wins and Conversions

- Effectively communicate and develop rapport with prospective clients.
- Generate in-person meetings with Decision Makers and Key Influencers.

- Implement effective closing techniques to ensure meeting goals are achieved.
- Thorough follow ups are required for each valid prospect.
- Win new accounts.
- Have a focus on winning annuity type of contracts
- Actively work on cross selling the various service offerings from blueocean.
- The candidate should also have experience and be able to manage live client engagements

c) Client services

- Work with the project teams to provide world class service to the converted accounts.
- Act as an escalation point
- Ensure that the client win is converted to a long term growing engagement

MINIMUM QUALIFICATIONS

- Strong understanding of customer and market dynamics and requirements.
- Demonstrated record of success in market research sales and business development
- 6+ years' experience in market research Business Development & Client Servicing
- Experience in target driven sales
- Undergraduate degree in a related discipline, Graduate degree preferred
- Willing to adapt/ be flexible to cultural differences

Other Key Skills

- Goal -oriented
- Good understanding of technology domain
- Excellent and engaging communication skills, ability to build quick rapport with current and potential clients
- Ability to ask effective questions to understand client problems and offer compelling solutions
- Positive attitude: pursues meetings goals and quotas with self-confidence and resolve, bounces back after disappointment or rejection
- Ability to quickly adapt when facing resistance or changing prospect/customer priorities
- Strong customer service background.
- Good time management and organizational skills
- Ability to influence teams globally (in the US and India)